

Progressions Inc.

Sales Training & Consulting



Look for Ways to Say Thank You

Saying thank you is an important part of business! It is often forgotten or taken for granted but means so much.

“Thank you for your business.”

“Thank you for your time.”

“Thank you for your information or research.”

“Thank you for your referral.”

“Thank you for choosing our company.”

“Thanks for your help.”

“Thanks for your patronage.”

“Thanks for being you!”

There are so many ways to say thank you, in person, by e-mail, by a hand written note or with a small gesture. When you say “thank you” tell the person specifically what it is you appreciate and why you appreciate it. The more specific you are the greater the value.

When you send a hand written note, do so neatly and creatively. There are so many resources in the market place that can make the impression you leave much more favorable.

Place an unexpected phone call just to say thank you. Connecting verbally adds more to your appreciation even if you reach a voice mail as you are able to convey your sentiment with your voice tones.

Personally present or send a small gift certificate for coffee, a meal or any other valued gift. Flowers or a small plant are always a nice gesture. So are chocolates or specialty items. Home baked items say so much. The effort you have made to bake for someone is cherished.

Saying thank you is a sure way of standing above the crowd. You have often heard the expression little things mean a lot. I'd like to change that to little things mean... everything. It is the little touches and formalities that separate the average from the best. Look for ways to express your thanks and be... remembered.

And ... thank you for your patronage!



Lynn Giuliani · Progressions, Inc.
P.O. Box 28172 · Bellingham, WA 98228
www.progressionsinc.net · (360) 733-6557